



Rosoboronexport steps up helicopter exports

At the Sixth International Helicopter Industry Exhibition HeliRussia-2013, which will be held from May 16 to 18 in Moscow, Rosoboronexport, which is part of the Rostec State Corporation, will present foreign partners the basic helicopter models offered on the world arms market.

First of all, these are Mi-17-TYPE military transport helicopters, the latest Mi-28NE and Ka-52 attack helicopters, Mi-35M transport and combat helicopter, Ka-226T light multipurpose helicopter and the Mi-26T2 heavy-lift transport helicopter.

The exports of Russian helicopters have been growing rapidly in recent years. In 2012, Rosoboronexport's deliveries in this market segment increased 40% to \$1.5 billion. Helicopters were successfully delivered to 23 countries. It is expected that the positive trend will continue in 2013 and the exports will grow by more than 30%.

As of today, among the largest customers are India and China, Russia's traditional partners in military-technical cooperation. In addition, a large amount of work is done under a contract with the U.S. Government to supply the Afghan armed forces with Mi-17-type military transport helicopters.

"We are increasing exports both by deepening the relationship with traditional partners and expanding the geography of sales. In particular, in India, where we are participating in a tender to supply 197 reconnaissance and surveillance helicopters with our Ka-226T, we propose to organize licensed production of these aircraft. Among our new and extremely promising markets, I would highlight Latin America. There is good potential for cooperation virtually with all the countries in the region, and especially with Brazil, where Mi-35M helicopters are successfully used, - said Grigory Kozlov, head of Helicopter Export Department at Rosoboronexport, who leads the Company's delegation at the show.

According to experts, other promising regions also include neighboring countries, where a significant number of Mi-8, Mi-24 and Mi-26 type helicopters are still in operation. In the coming years, these aircraft will need to be upgraded or replaced with new helicopters. Given the relatively low cost of Russian helicopters and the availability of trained helicopter pilots and maintenance personnel, their choice looks the most reasonable solution.

Also many European NATO countries are becoming more open to cooperation. Amid the economic crisis and declining defense spending and especially expenses on R&D efforts on indigenously-built helicopters, Russian proposals are looking more and more attractive and cost-effective.

To ensure stable growth in helicopter exports, Rosoboronexport is placing high emphasis on the establishment of service centers around the world. Approximately 20 countries operating Mi- and Ka-series helicopters are showing interest in setting up such centers.



Export of training aids is another area that is actively evolving along with general growth in helicopter deliveries. Russian industry has developed a full range of such equipment that includes full flight simulators, procedure and part-task trainers, as well as computer based training classrooms. Highly realistic simulation of flight dynamics and the environment allows pilots to effectively practice piloting skills, the use of weapons and actions in emergencies on the ground.

Rosoboronexport hopes that the participation in HeliRussia-2013, one of the largest specialized platforms in the world, will enable foreign partners to see the increased capabilities of the Russian helicopter industry.

Rosoboronexport, a subsidiary of the Rostec Corporation, is the sole state-owned arms trade company in the Russian Federation authorised to export the full range of military and dual-purpose products, technologies and services. Rosoboronexport is one of the leading world arms exporters to the international market. Its share in Russia's military exports exceeds 80 percent. Rosoboronexport cooperates with more than 700 enterprises and organisations in the Russian defence industrial complex. Russia maintains military technical cooperation with more than 70 countries around the world.

The Russian corporation Rostec was established in 2007 with the purpose to render assistance to industries in the development, production and export of high-technology military and civil-purpose products. It comprises 663 enterprises grouped into eight holding companies in the defence industrial complex, and five holding companies in civil industry branches. The Rostec subsidiaries are located in 60 regions of the Russian Federation, and export their products to more than 70 countries worldwide.

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